

Total Talk

1%
commission

* GST, admin and minimum fee applies.
Licensed Agent REAA 2008 -

March/April 2015

What Our Home Says About Who We Are

The way our home looks says a good deal about who we are and hints at our individualities. That's why the way in which we organize our home interiors is very important in relation to how we live our lives.

We live in a fast moving world where we are bombarded with what we should wear, eat and place in our homes yet hardly ever do we have enough time to ponder the fact that perhaps how we lay out our rooms could have an effect on our moods, creativity, vitality levels and who knows what else.

Following are some key elements that interior designers focus on when creating a space that will be visually appealing and also enjoyable to live in.

Focus Points – Create spaces that have a centre focus point. These areas will likely flow better and can be as simple as your art displays, an architectural wall creation or even figurines.

Harmony - All the rooms in our home should possess a strong sense of compatibility to them. Avoid the temptation to give each room a "theme" but do allow some creativity as you move from room to room.

Colour - This ought to be an obvious one. Using positive colours we are able to shift energies around and produce a world of difference. Studies have shown that daring to use colour instead of bland white walls will increase your profit potential. A candle or two can also be used to impressive impact.

Balance - This is properly accomplished by balancing the room's visual weight and discreetly dispersing it out to the other areas of the room. Avoid creating "heavy" areas. You can also develop visual excitement by laying out your space in such a manner that the viewer's eye keeps moving from point to point.

Proportion and Scale - Use only furniture and pieces that suit the total size of the area, not overshadow it or throw it out of symmetry. Choosing furniture is just as important as choosing colours.

Lighting - The right application of lighting in the home has the ability to completely transform any old lounge or study into a dynamic and stimulating room. Experimentation is the key and you will not likely know if you do not try.

Focussing on just a couple of these key elements specified will unveil opportunities for re-inventing your home and infusing it with new life!

Asking prices hit new high in March

March saw a new all time high average asking price of \$514,712 on the property website realestate.co.nz. This is the third consecutive month that asking prices have set a new record.

This is partially driven by a reduced number of new properties coming onto the market. In March there were just 11,870 new listings - a decline of 4.9% on last year, and the lowest March month since 2009.

Overall, thirteen regions recorded a decline in new listings in March compared with a year ago, while six recorded an increase.

The most active markets are still Auckland and Canterbury, each achieving record new average asking prices in March of \$766,912 and \$467,126 respectively.

The tightness of the market is reflected in inventory levels around the country, which are well below their long term averages in most regions.

Inventory is measured as the number of weeks it would take to sell all of the homes listed for sale on the website, at the current rate of sale.

The inventory level for the whole country was 23 weeks in March, compared to its long term average of 36 weeks.

This means it is still a "Seller's Market" in most regions and makes it a good time to sell before the tables turn.



1% Myths Exposed

Definition of 'Myth': "an invented story, idea, or concept"

Myth 2: "Total Realty just wants a quick sale."

THE TRUTH: Total Realty do not want a quick sale, we want the best sale. Independent research has shown time and time again that the best price is achieved when the property is fresh to the market. This is because at this point the buyer pool is the greatest and this creates the fiercest competition amongst buyers.

Brain Workout - Cryptic Clues

*Why not try these
"Cryptic Clues"?*

Example: 365 D in A Y

Answer: 365 Days in a Year

- 1 29 D in F in a LY
- 2 66 B in the B
- 3 9 L of a C
- 4 0 is T at which W F
- 5 15 M on a D M C
- 6 6 B to an O in C
- 7 8 S on an O
- 8 5 P for a T in R
- 9 13 S on the USF
- 10 24 H in a D

Email us with the answers at enquiries@totalrealty.co.nz to go into the draw to win a \$30 coffee culture voucher. Two to be won.

Practical Steps for Positive Thinking:

Last month we discussed how Positive & Negative thinking are both contagious and determine how much happiness and success is experienced in our lives. There are practical steps you can make to change your thinking and achieve better health, relationships and life successes.

Step 1: For a couple of minutes each morning, use your imagination to visualize only favorable and beneficial situations unfolding throughout the day. Make sure you feel positive emotions while you are visualizing these events.

Step 2: Practise positive words in your inner dialogues, with your kids/family and when talking with colleagues.

Step 3: Once a negative thought enters your mind, you have to be aware of it, and replace it with a constructive one. If the negative thought returns, replace it again with a positive one. Imagine there are two pictures in front of you, and you have to choose to look at one of them, and disregard the other. Persistence will teach your mind to think positively, and to ignore negative thoughts.

Note: If you experience inner resistance and difficulties when replacing negative thoughts with positive ones, don't give up. Just acknowledge that you have some negative self beliefs and attitudes that you are changing. You can't change what you don't acknowledge. All the best and remember that if you persist your mind will eventually take on these new and beneficial ways of thinking.



"Thinking of selling? Call us today!"

Rachael Cone, AREINZ
Business Owner / Principal
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Stats - FROM THE - Street

Median Sale Prices

Feb 2015 (vs Feb 2014)

National (+3.6%)	\$430,000
Christchurch (+1.1%)	\$425,000
Rangiora (+9.9%)	\$445,000
Timaru (+2.4%)	\$295,000
Nelson (-6.4%)	\$367,000
Richmond (+3.4%)	\$460,000
Dunedin (+4.3%)	\$281,500

What people are saying about us

"Without question this was the best experience we have had with a real estate company. There was no over inflation of market price and although we would have liked a little more money (as everyone does) the house was sold in 8 days and everything that was promised came to fruition.

The entire process has been seamless and professional. In our experience the tactics of other real estate firms to get your listing rights are bordering on misleading and inaccurate where as Total Realty gave an honest and accurate market indication and then achieved what they had indicated with multiple offers and ironically netting us more money than the opposition ever would have!

We have already referred Total Realty to our friends and would do so to anyone else without hesitation."

M & A Webster